

July 2020



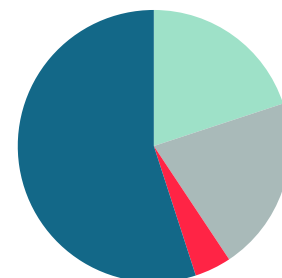
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	July 2020	+/-%
Closed Listings	95	78	-17.89%
Pending Listings	78	81	3.85%
New Listings	123	96	-21.95%
Median List Price	170,000	154,750	-8.97%
Median Sale Price	162,000	146,250	-9.72%
Median Percent of Selling Price to List Price	97.02%	98.85%	1.88%
Median Days on Market to Sale	22.00	18.50	-15.91%
End of Month Inventory	311	215	-30.87%
Months Supply of Inventory	5.21	3.60	-30.87%



■ Closed (19.95%)
■ Pending (20.72%)
■ Other OffMarket (4.35%)
■ Active (54.99%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of July 31, 2020 = **215**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **30.87%** to 215 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **3.60** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.72%** in July 2020 to \$146,250 versus the previous year at \$162,000.

Median Days on Market Shortens

The median number of **18.50** days that homes spent on the market before selling decreased by 3.50 days or **15.91%** in July 2020 compared to last year's same month at **22.00** DOM.

Sales Success for July 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 96 New Listings in July 2020, down **21.95%** from last year at 123. Furthermore, there were 78 Closed Listings this month versus last year at 95, a **-17.89%** decrease.

Closed versus Listed trends yielded a **81.3%** ratio, up from previous year's, July 2019, at **77.2%**, a **5.20%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

July 2020



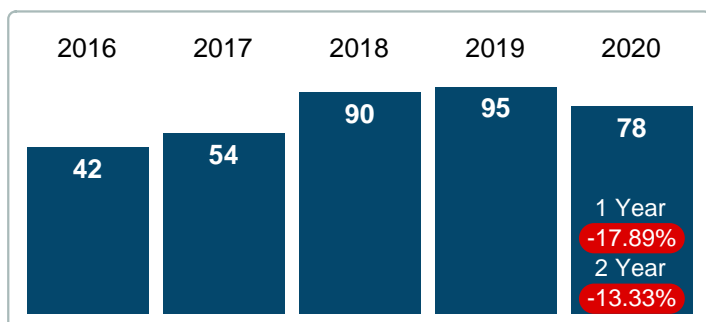
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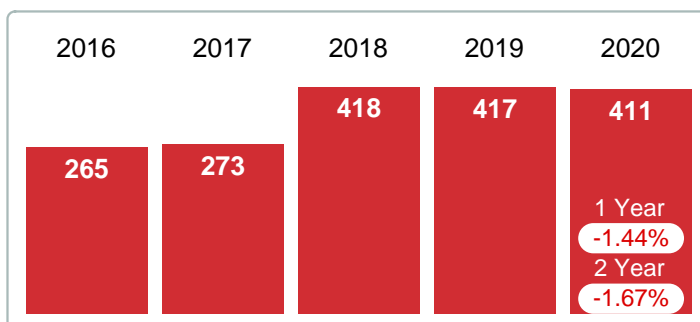
CLOSED LISTINGS

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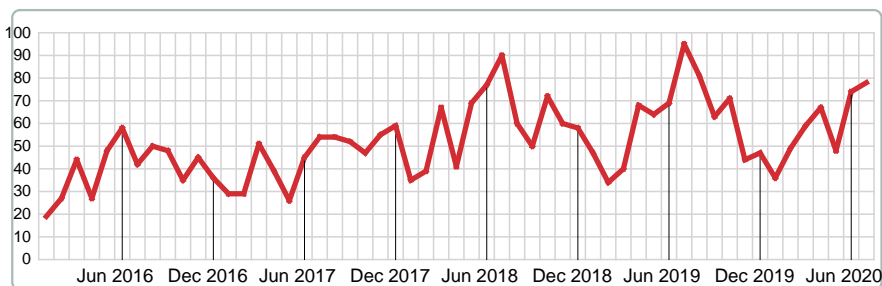
JULY



YEAR TO DATE (YTD)

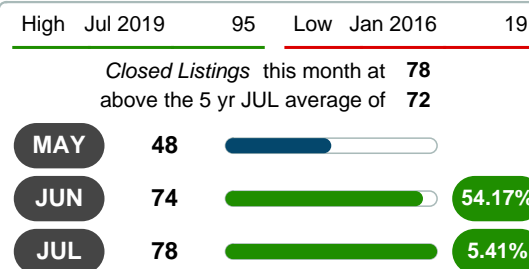


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	8.97%	31.0	1	4	2	0
\$60,001 - \$90,000	10	12.82%	27.5	5	4	1	0
\$90,001 - \$120,000	7	8.97%	8.0	1	6	0	0
\$120,001 - \$180,000	24	30.77%	11.5	4	18	2	0
\$180,001 - \$230,000	11	14.10%	21.0	0	9	2	0
\$230,001 - \$350,000	12	15.38%	30.0	1	6	3	2
\$350,001 and up	7	8.97%	55.0	0	1	5	1
Total Closed Units	78			12	48	15	3
Total Closed Volume	14,484,977	100%	18.5	1.38M	7.60M	4.50M	1.01M
Median Closed Price	\$146,250			\$104,950	\$146,250	\$232,500	\$275,000

July 2020



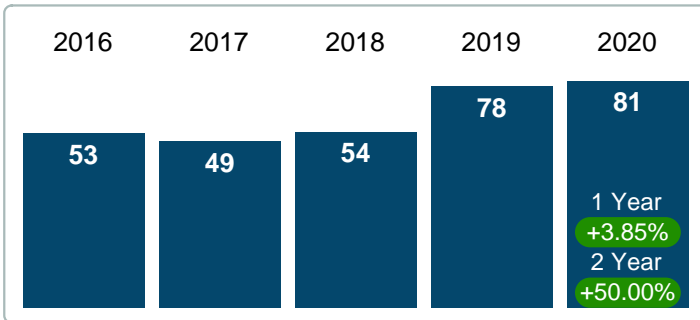
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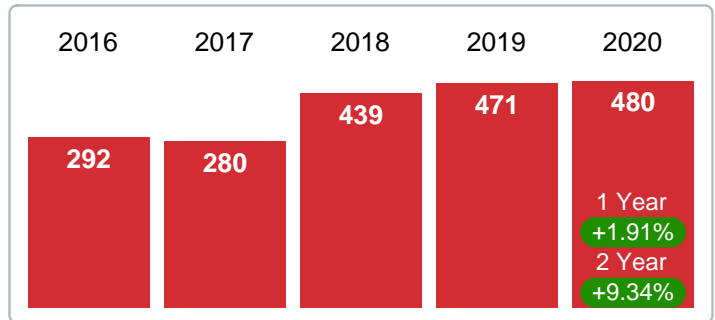
PENDING LISTINGS

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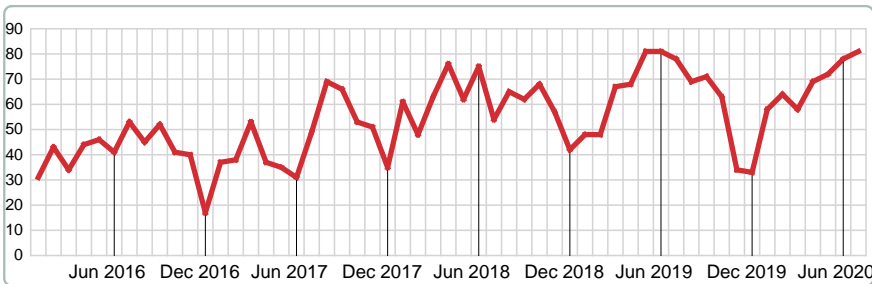
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 63

High Jul 2020 81 Low Dec 2016 17

Pending Listings this month at **81**
above the 5 yr JUL average of **63**

- MAY 72
- JUN 78 **8.33%**
- JUL 81 **3.85%**

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.41%	106.0	1	4	1	0
\$50,001 - \$75,000	6	7.41%	35.5	3	3	0	0
\$75,001 - \$125,000	11	13.58%	46.0	3	6	2	0
\$125,001 - \$175,000	22	27.16%	8.5	5	15	1	1
\$175,001 - \$275,000	15	18.52%	29.0	1	14	0	0
\$275,001 - \$375,000	12	14.81%	31.5	0	11	1	0
\$375,001 and up	9	11.11%	68.0	0	3	5	1
Total Pending Units	81			13	56	10	2
Total Pending Volume	17,519,724	100%	29.0	1.41M	11.22M	4.29M	594.90K
Median Listing Price	\$162,000			\$104,000	\$177,400	\$418,000	\$297,450

July 2020



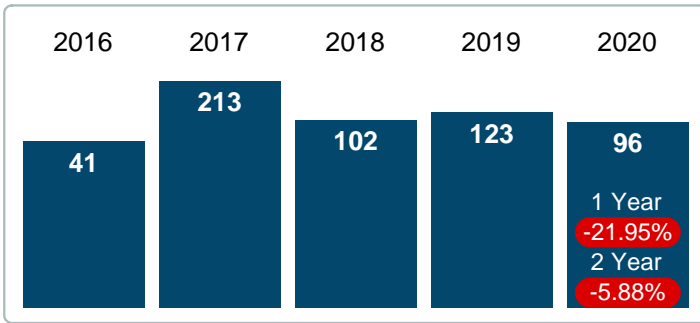
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



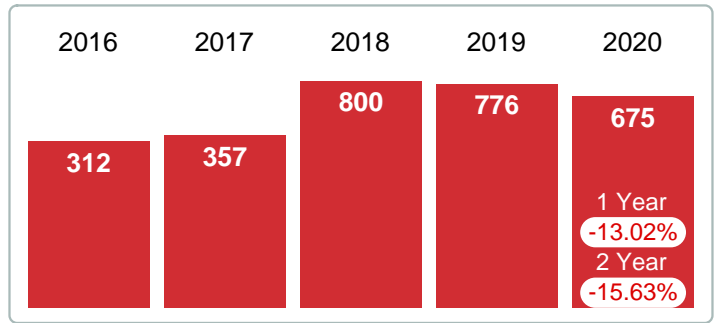
NEW LISTINGS

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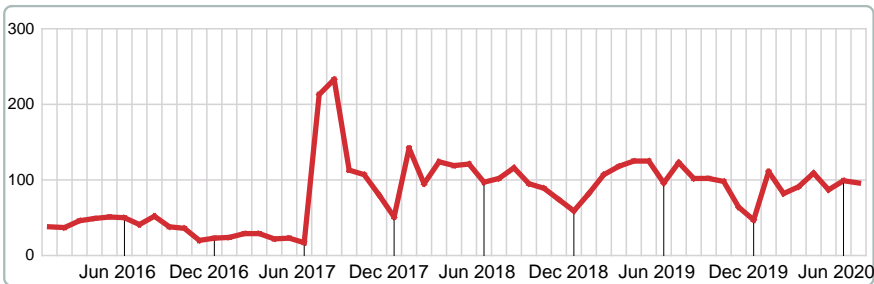
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 115

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 96 below the 5 yr JUL average of 115



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	5.21%	1	4	0	0
\$75,001 - \$125,000	17	17.71%	3	11	3	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$225,000	40	41.67%	6	28	4	2
\$225,001 - \$275,000	7	7.29%	0	5	1	1
\$275,001 - \$475,000	17	17.71%	0	10	6	1
\$475,001 and up	10	10.42%	0	2	5	3
Total New Listed Units	96		10	60	19	7
Total New Listed Volume	23,651,025	100%	1.19M	12.23M	7.70M	2.53M
Median New Listed Listing Price	\$172,200		\$129,000	\$165,000	\$375,000	\$289,000

July 2020



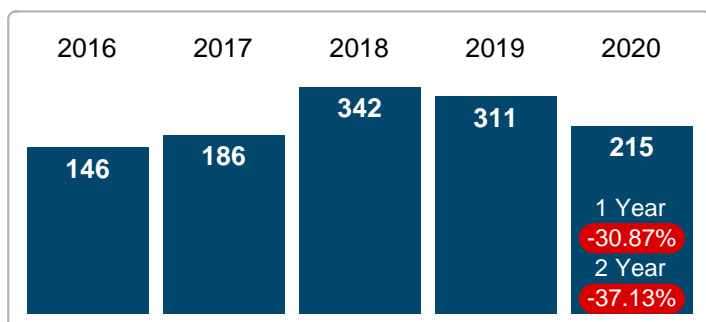
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



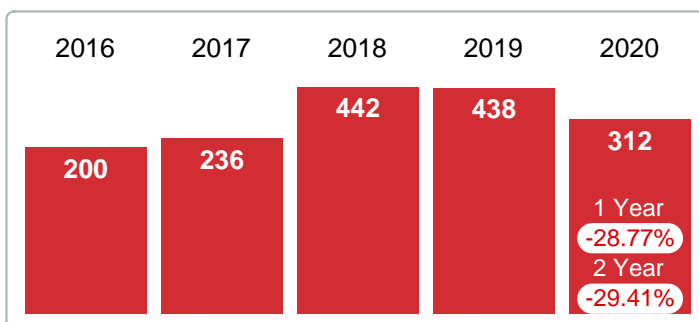
ACTIVE INVENTORY

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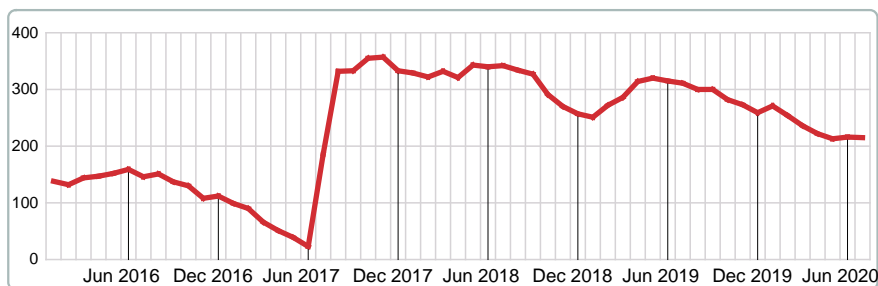
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 240

High Nov 2017 357 Low Jun 2017 23

Inventory this month at 215 below the 5 yr JUL average of 240

- MAY 213
- JUN 216 1.41%
- JUL 215 -0.46%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	5.12%	105.0	5	5	0	1
\$50,001 - \$100,000	31	14.42%	78.0	10	18	3	0
\$100,001 - \$150,000	39	18.14%	35.0	11	23	4	1
\$150,001 - \$225,000	44	20.47%	43.5	3	31	8	2
\$225,001 - \$375,000	36	16.74%	38.0	2	21	11	2
\$375,001 - \$625,000	33	15.35%	85.0	2	12	9	10
\$625,001 and up	21	9.77%	66.0	0	7	9	5
Total Active Inventory by Units	215			33	117	44	21
Total Active Inventory by Volume	61,014,098	100%	54.0	4.47M	27.83M	18.60M	10.11M
Median Active Inventory Listing Price	\$192,500			\$116,900	\$175,500	\$337,000	\$450,000

July 2020



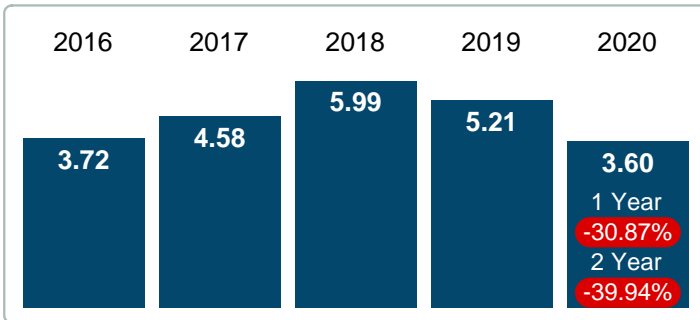
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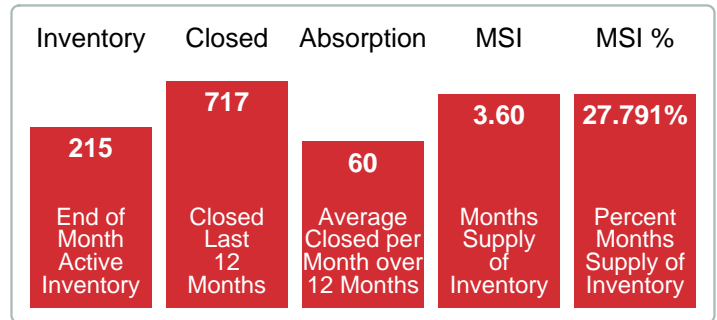
MONTHS SUPPLY of INVENTORY (MSI)

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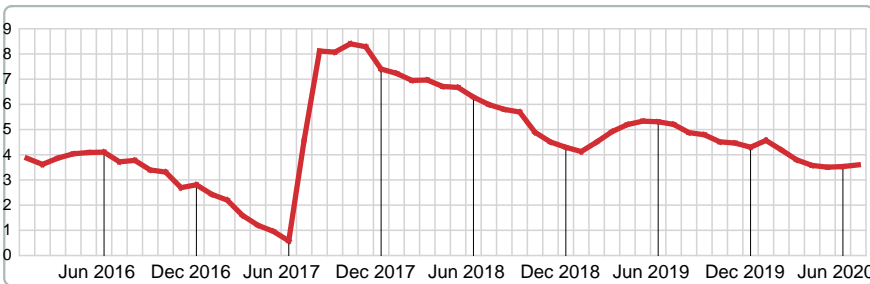
MSI FOR JULY



INDICATORS FOR JULY 2020

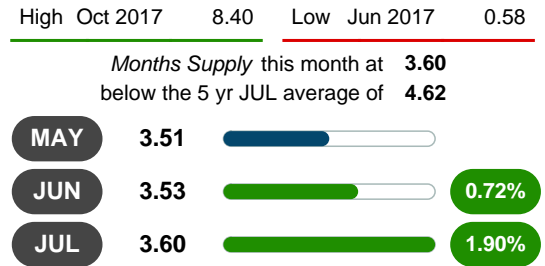


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.62



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	5.12%	2.49	2.61	2.31	0.00	0.00
\$50,001 - \$100,000	31	14.42%	2.78	3.16	2.51	5.14	0.00
\$100,001 - \$150,000	39	18.14%	3.02	5.08	2.56	2.53	6.00
\$150,001 - \$225,000	44	20.47%	2.64	4.00	2.46	2.46	24.00
\$225,001 - \$375,000	36	16.74%	3.30	2.18	3.82	2.81	3.43
\$375,001 - \$625,000	33	15.35%	12.77	0.00	13.09	8.31	17.14
\$625,001 and up	21	9.77%	19.38	0.00	21.00	15.43	30.00
Market Supply of Inventory (MSI)	3.60			3.70	3.11	3.88	11.45
Total Active Inventory by Units	215	100%	3.60	33	117	44	21

July 2020



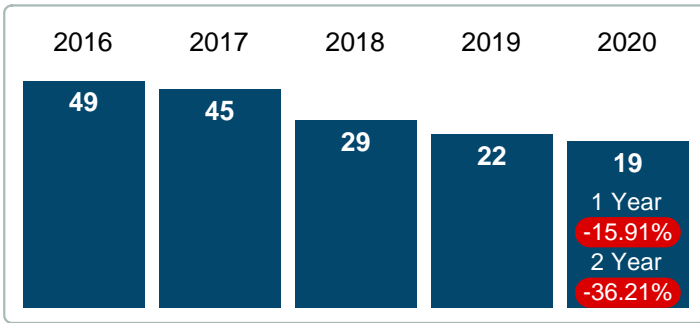
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



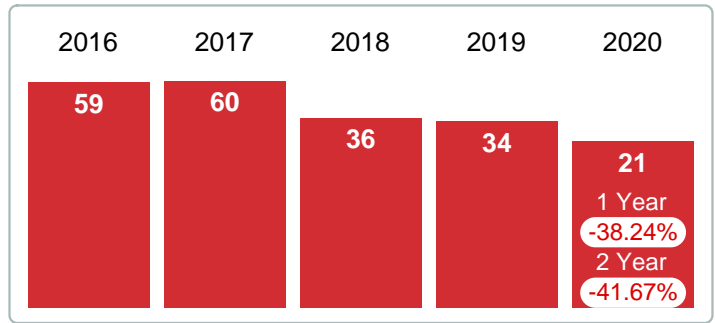
MEDIAN DAYS ON MARKET TO SALE

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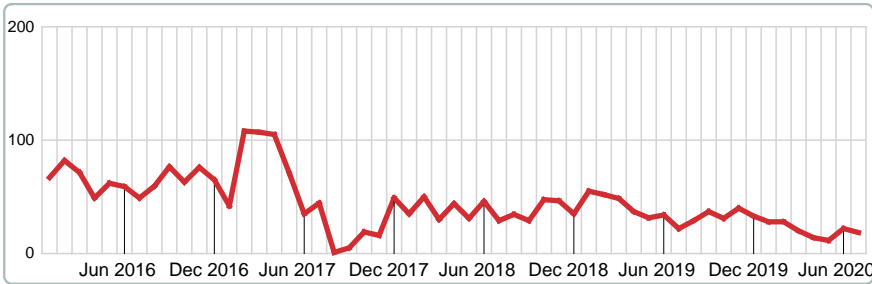
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 33

High Feb 2017 108 Low Aug 2017 1

Median Days on Market to Sale this month at 19 below the 5 yr JUL average of 33



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	8.97%	31	45	16	79	0
\$60,001 - \$90,000	12.82%	28	4	88	46	0
\$90,001 - \$120,000	8.97%	8	8	10	0	0
\$120,001 - \$180,000	30.77%	12	13	12	31	0
\$180,001 - \$230,000	14.10%	21	0	13	50	0
\$230,001 - \$350,000	15.38%	30	145	20	81	18
\$350,001 and up	8.97%	55	0	13	55	68
Median Closed DOM		19	9	13	55	29
Total Closed Units	100%	18.5	12	48	15	3
Total Closed Volume		14,484,977	1.38M	7.60M	4.50M	1.01M

July 2020



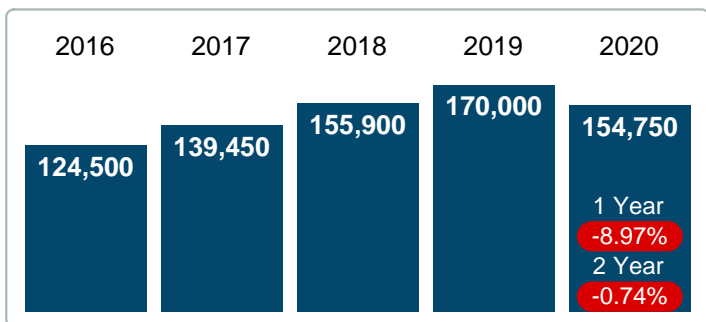
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



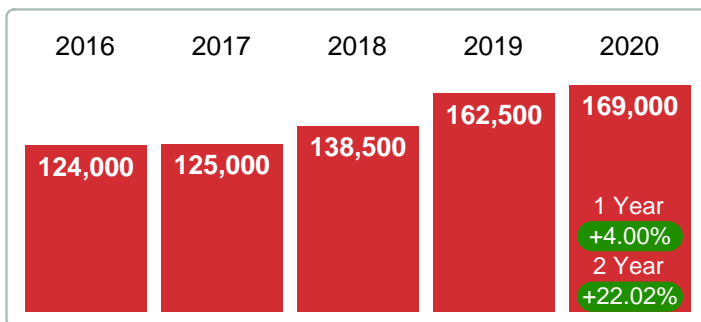
MEDIAN LIST PRICE AT CLOSING

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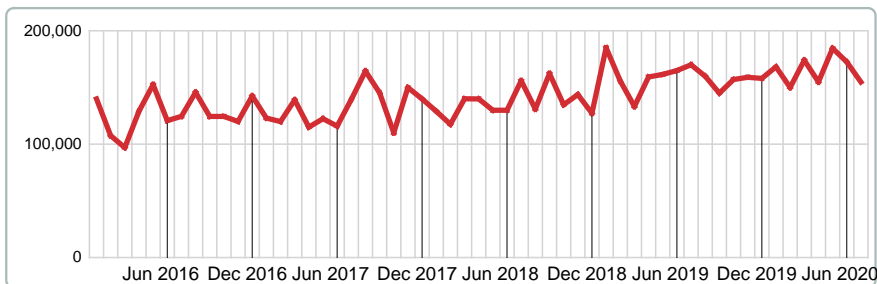
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

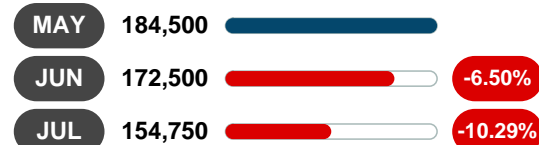


3 MONTHS

5 year JUL AVG = 148,920

High Jan 2019 185,000 Low Mar 2016 96,950

Median List Price at Closing this month at **154,750**
above the 5 yr JUL average of **148,920**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.41%	42,500	0	42,500	46,500	0
\$50,001 - \$75,000	5	6.41%	65,600	67,000	62,800	0	0
\$75,001 - \$125,000	16	20.51%	99,000	84,900	110,000	79,900	0
\$125,001 - \$175,000	22	28.21%	148,750	137,000	148,750	169,950	0
\$175,001 - \$225,000	9	11.54%	199,000	0	196,750	199,000	0
\$225,001 - \$350,000	13	16.67%	268,000	349,500	259,900	249,500	283,000
\$350,001 and up	8	10.26%	535,950	0	499,900	578,450	449,000
Median List Price			154,750	94,450	148,750	249,500	298,000
Total Closed Units		100%	154,750	12	48	15	3
Total Closed Volume			15,082,833	1.48M	7.84M	4.75M	1.02M

July 2020



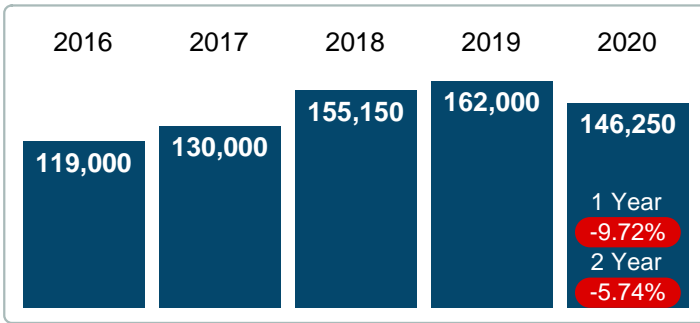
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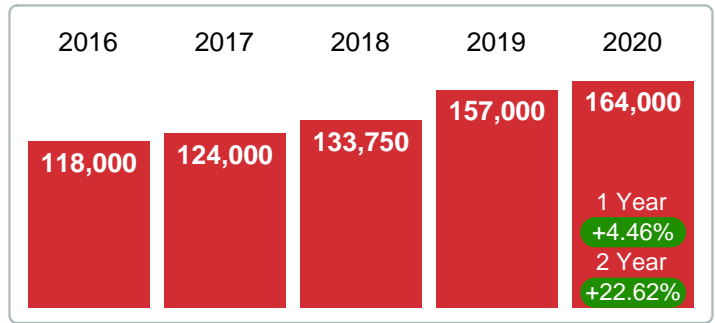
MEDIAN SOLD PRICE AT CLOSING

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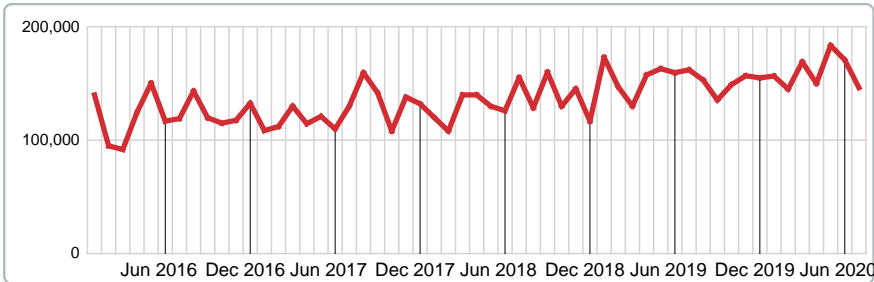
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

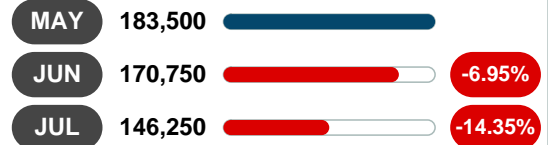


3 MONTHS

5 year JUL AVG = 142,480

High May 2020 183,500 Low Mar 2016 91,750

Median Sold Price at Closing this month at **146,250** above the 5 yr JUL average of **142,480**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	8.97%	45,000	49,000	46,250	33,500	0
\$60,001 - \$90,000	10	12.82%	79,950	73,000	81,500	84,800	0
\$90,001 - \$120,000	7	8.97%	111,000	120,000	110,500	0	0
\$120,001 - \$180,000	24	30.77%	142,000	125,500	145,625	148,000	0
\$180,001 - \$230,000	11	14.10%	199,500	0	199,500	213,750	0
\$230,001 - \$350,000	12	15.38%	267,400	320,000	259,364	245,000	270,000
\$350,001 and up	7	8.97%	555,000	0	450,000	560,000	468,500
Median Sold Price			146,250	104,950	146,250	232,500	275,000
Total Closed Units		100%	78	12	48	15	3
Total Closed Volume			14,484,977	1.38M	7.60M	4.50M	1.01M

July 2020



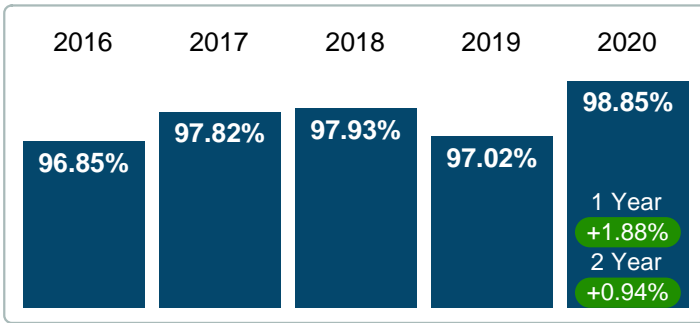
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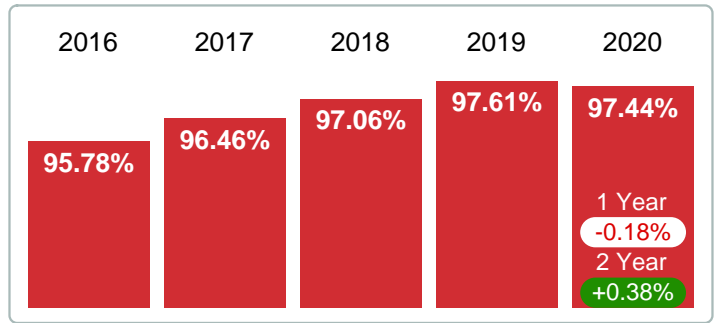
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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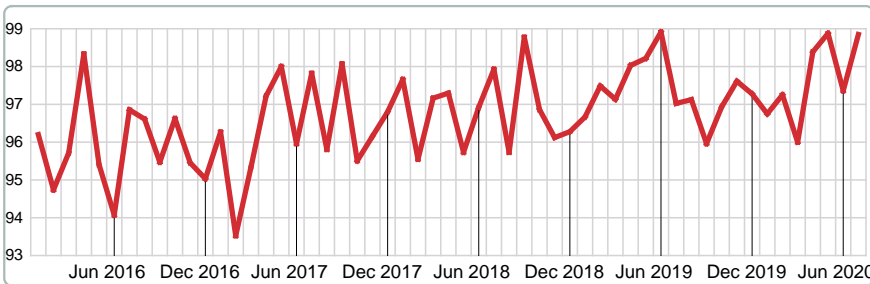
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

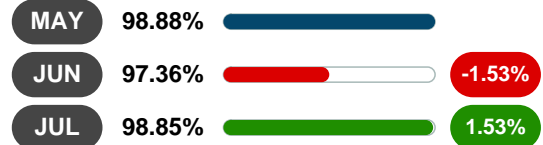


3 MONTHS

5 year JUL AVG = 97.70%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.85%** above the 5 yr JUL average of **97.70%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	8.97%	82.35%	82.35%	97.94%	72.01%	0.00%
\$60,001 - \$90,000	10	12.82%	100.00%	100.00%	95.19%	106.13%	0.00%
\$90,001 - \$120,000	7	8.97%	100.00%	121.21%	96.64%	0.00%	0.00%
\$120,001 - \$180,000	24	30.77%	100.00%	91.62%	100.00%	87.08%	0.00%
\$180,001 - \$230,000	11	14.10%	100.00%	0.00%	100.00%	92.53%	0.00%
\$230,001 - \$350,000	12	15.38%	96.72%	91.56%	98.85%	95.33%	95.58%
\$350,001 and up	7	8.97%	97.03%	0.00%	90.02%	97.03%	104.34%
Median Sold/List Ratio		98.85%		96.30%	100.00%	96.30%	98.88%
Total Closed Units		78	100%	12	48	15	3
Total Closed Volume		14,484,977		1.38M	7.60M	4.50M	1.01M

July 2020



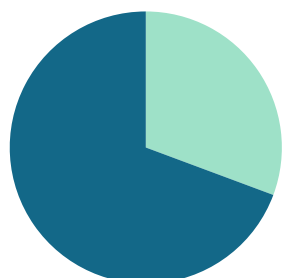
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

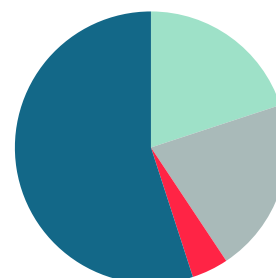


Inventory
 New Listings
96 = 30.67%
 Start Inventory
217
 Total Inventory Units
313
 Volume
\$86,450,321

Market Activity

Closed Sales
78 = 19.95%
 Pending Sales
81 = 20.72%
 Other Off Market
17 = 4.35%
 Active Inventory
215 = 54.99%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	95	78	-17.89%	417	411	-1.44%
Pending Sales	78	81	3.85%	471	480	1.91%
New Listings	123	96	-21.95%	776	675	-13.02%
Median List Price	170,000	154,750	-8.97%	162,500	169,000	4.00%
Median Sale Price	162,000	146,250	-9.72%	157,000	164,000	4.46%
Median Percent of Selling Price to List Price	97.02%	98.85%	1.88%	97.61%	97.44%	-0.18%
Median Days on Market to Sale	22.00	18.50	-15.91%	34.00	21.00	-38.24%
Monthly Inventory	311	215	-30.87%	311	215	-30.87%
Months Supply of Inventory	5.21	3.60	-30.87%	5.21	3.60	-30.87%

Absorption: Last 12 months, an Average of **60** Sales/Month

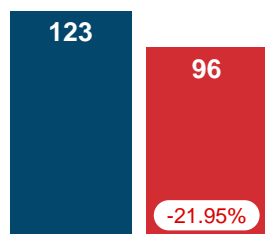
Inventory on July 31, 2020 = **215**

2019 **2020**

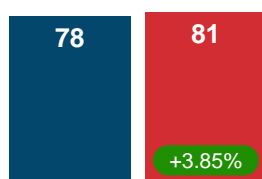
JULY MARKET

MEDIAN PRICES

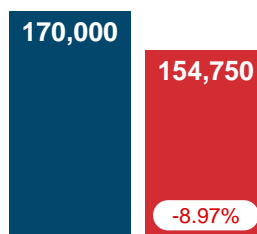
New Listings



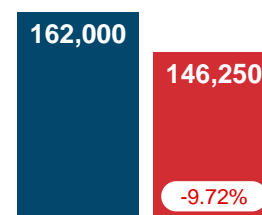
Pending Listings



List Price



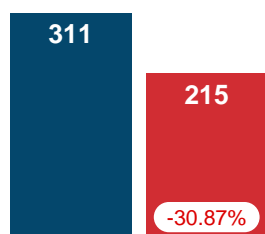
Sale Price



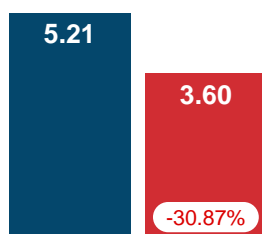
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

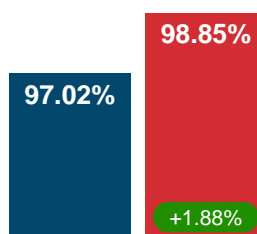
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

